

The logo for Ensemble Information Systems, Inc. features the word "Ensemble" in a large, bold, serif font. The letters are white and set against a dark, textured rectangular background.

INFORMATION
SYSTEMS, INC.

Jan 21, 1994

Mr. John Duhring
WAIS, Inc.
1040 Noel Drive
Menlo Park, CA 94025

Dear John,

As we have been discussing recently, our companies seem to be developing technology and marketing plans that are non-competitive, and when combined, could benefit both our companies significantly. Ensemble is intending to develop potentially a family of products, certainly at least one, that would encourage customers to access a for-payment WAIS/DowVision server. Given that this opportunity is significant for both our companies, and we would both be adding value, we hope to come to some agreements that will allow us to move forward toward this end.

Based on our conversations with you and Brewster Kahle, Ensemble Information Systems, Inc. and WAIS, Inc. intend as follows:

Ensemble Information Systems intends to:

- 1.) License a single version of Ensemble's server technology to WAIS. It is understood that WAIS has not yet determined if or how this technology will be used.
- 2.) As needed, support WAIS at Demo 94, trade shows, and customer presentations by providing access to a WAIS server with current DowVision data.
- 3.) Meet with WAIS in February 1994 to discuss a technical architecture that supports Ensemble's WAIS requirements. Some of the issues are:
 - a.) WAIS support for distribution of standard Personal Digital Newspapers (PDNs), such as The Wall Street Journal Highlights. This may include support for distribution of a PDN document or inclusion of special codes in the WAIS server.

- b.) WAIS support in serving Ensemble email customers.
 - c.) Inclusion of metadata codes in the WAIS database, such that it can be accessed by Ensemble's WAIS client.
- 4.) Meet with WAIS in February 1994 to investigate if it makes sense for WAIS and Ensemble to combine servers in any manner, so that Ensemble can determine a solution for its customers by the end of February. Areas of discussion will include:
 - a.) Ensemble's feed handling code for DowVision and Mainstream.
 - b.) Ensemble's dbVista story database.
 - c.) WAIS incremental indexing.
- 5.) Work with WAIS as part of the alpha/beta test program of DowVision on the Internet through WAIS.
- 6.) Market and sell a product which encourages users to access a for-payment WAIS/DowVision server.
- 7.) Joint marketing of DowVision on the Internet through WAIS, where applicable.

WAIS intends:

- 1.) License a single version of WAIS's server technology to Ensemble. It is understood that Ensemble has not yet determined if or how this technology will be used.
- 2.) Give Ensemble recognition for enabling WAIS to demonstrate DowVision up on WAIS at Demo '94 and wherever appropriate.
- 3.) Meet with Ensemble in February 1994 to discuss a technical architecture that supports Ensemble's WAIS requirements. Some of the issues are:
 - a.) WAIS support for distribution of standard Personal Digital Newspapers (PDNs), such as The Wall Street Journal Highlights. This may include support for distribution of a PDN document or inclusion of special codes in the WAIS server.
 - b.) WAIS support in serving Ensemble email customers.

- c.) Inclusion of metadata codes in the WAIS database, such that it can be accessed by Ensemble's WAIS client.
- 4.) Meet with Ensemble in February 1994 to investigate if it makes sense for WAIS and Ensemble to combine servers in any manner. Areas of discussion will include:
- a.) Ensemble's feed handling code for DowVision and Mainstream.
 - b.) Ensemble's dbVista story database.
 - c.) WAIS incremental indexing.
- 5.) Offer Ensemble's Relevant WAIS client as part of the alpha/beta test program.
- 6.) Joint marketing of DowVision on the Internet through WAIS, where appropriate.

If the above reflects your understanding of the intent between us, please countersign a copy of this letter in the space provided below.

Yours truly,

Ensemble Information Systems, Inc.

By Richard A. Luelke

Dated 1/21/94

WAIS, Inc.

By John Doherty

Dated 1/21/94